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More than one-third of the book is given over to a very detailed description of some recent appraisals. Many itemized exhibits are transcribed *in toto*. This is practically an appendix in nature and in position and would usually have been so-called. If exposition had taken the place of this undigested material the treatment would certainly have been none too lengthy for the complexity of the subject and the questions that arise in connection with its technical aspects.

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*Economic History of the United States.* By ERNEST L. BOGART. Second edition. New York: Longmans, 1912. 8vo, pp. xv+597. \$1.75 net.

The new edition of Bogart's *Economic History of the United States* is an improvement on the first edition in many particulars, though the general character of the work has not been changed. Three new chapters have been added; one on "Neutrality and Foreign Trade," another on "Population and Labor before the Civil War," and a third on "Conservation." Only the last of these is entirely new, as the other two deal with subjects inadequately treated in the first edition. The chapter on "Currency and Banking before the Civil War," though it bears the same title as before, has been entirely rewritten and is practically new. In addition to these there are numerous changes in the text scattered all through the book, many of which involve the rewriting of a paragraph or the insertion of a new one, and in not a few cases amount to a very material modification of the views previously expressed by the author on important subjects. These are all improvements but they are hardly extensive enough to justify the statement in the preface that "the book may almost be regarded as new." The plan remains what it was before—rather more a description of the economic life of the American people and a narration of the events affecting it than an explanation of it. One hesitates to urge this as a criticism of the book, for it must be remembered that it was a pioneer in this field of history, and a presentation of facts must of necessity precede a study of the causal relation between them.

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*Kanada, Volkswirtschaftliche Grundlagen, und weltwirtschaftliche Beziehungen.* By ANTON A. HECK (Probleme der Weltwirtschaft, Schriften des Instituts für Seeverkehr und Weltwirtschaft an der Universität Kiel, No. 10). Jena: Fischer, 1912. 8vo, pp. 367.

Were it not for a short history of Canada in the forefront, this book might be classified as a purely descriptive work. There is an elaborate outline of a report on Canada's economic structure, material resources, commerce, shipping, and the tariff and other trade regulations, but the range of topics limits the treatment. The Grand Trunk Pacific Railway system, for example, is hit off in ten lines. Much statistical data, drawn chiefly from recent Canadian yearbooks,

is presented, but there is no attempt to analyze or interpret the facts collated. The tabulated data are poorly displayed, there is no index, and the bibliography is composed chiefly of easily accessible official reports and current writings on Canada. Despite these defects, however, the book may serve a purpose by giving German manufacturers and traders a notion of the possibilities of building up trade with Canada.

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*Die Kolonisation Sibiriens.* By P. A. STOLYPIN and A. W. KRIWOSCHEIN, translated by CARL ERICH GLEYE. Berlin: Hermann Paetl, 1912. Large 8vo, pp. 163.

The book deals with the colonization of Siberia, which constitutes one of the most important problems of economic policy in Russia. The late prime minister, P. A. Stolypin, and his colleague, the minister of agriculture, A. W. Kriwoschein, describe from personal observations the geographical conditions of the territory, its natural resources and advantages, its chief needs, etc.; they give an account of the material conditions of the settlers, and discuss critically the governmental organization of the colonization movement, pointing out its faults and advantages in comparison with the former and partly persisting free colonization movement. Finally they call attention to the significance of the economic opening of this vast territory for European Russia. The authors are undoubtedly well informed on the subject. Further, they present the matter in a manner that will prove attractive to the general reader.

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*Henry Demarest Lloyd. A Biography.* By CARO LLOYD. With an Introduction by CHARLES RUSSEL. New York: Putnam, 1912. 2 vols, 8vo, pp. xv+308; ix+390. \$5.00.

This narrative of Mr. Lloyd's life throws many interesting sidelights on such questions as the short-lived free trade agitation of the early seventies, the beginnings of trade unionism in this country and the troublous times which the systematic organization of labor occasioned, the birth of the anti-trust sentiment, and the beginnings of that unrest which today exhibits itself in Socialism and Progressivism. The late Mr. Lloyd was the first to attack the complacency with which the American people were wont to regard the newly-born mammoth trade organizations. His writings and speeches have therefore some little interest, and all the freshness that is the characteristic of pioneer work in any field. Nevertheless, the reader who is impersonally interested in the results of Mr. Lloyd's lifework may find the biography rather too expansive.

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*The Psychology of Salesmanship.* By W. W. ATKINSON. Holyoke, Mass.: Elizabeth Towne Co., 1912. 8vo, pp. 246. \$1.00.

This little book is an attempt to analyze the psychological elements that enter into a business transaction. After the general point of view is presented